

## MLS Area: Evanston

**ART WILSON**

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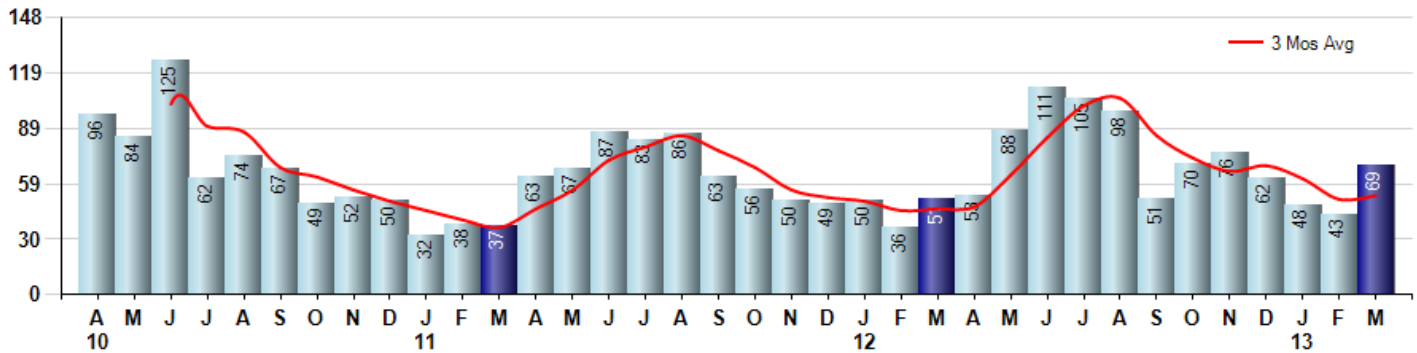
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$239,000	↑		↓				
Average List Price of all Current Listings	\$389,636	↑		↑				
March Median Sales Price	\$330,000	↑	↑	↑	↑	\$239,250	↓	↓
March Average Sales Price	\$365,434	↑	↑	↓	↑	\$315,592	↓	↓
Total Properties Currently for Sale (Inventory)	258	↓		↓				
March Number of Properties Sold	69	↑		↑		160	↑	
March Average Days on Market (Solds)	81	↓	↓	↓	↓	89	↓	↓
March Month's Supply of Inventory	3.7	↓	↓	↓	↓	5.4	↓	↓
March Sale Price vs List Price Ratio	96.1%	→	↑	↑	↑	95.6%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

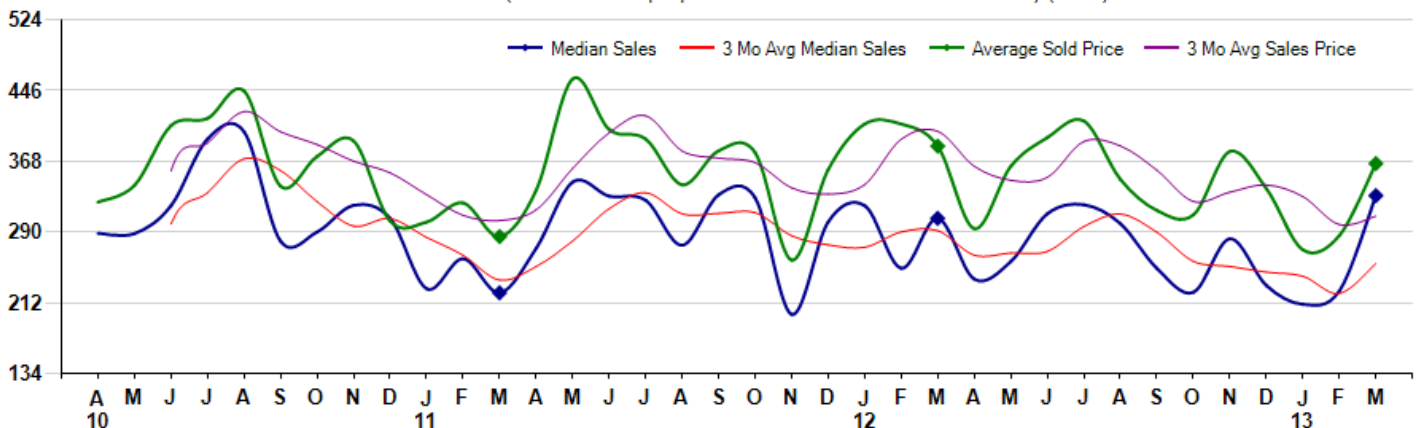
March Property sales were 69, up 35.3% from 51 in March of 2012 and 60.5% higher than the 43 sales last month. March 2013 sales were at their highest level compared to March of 2012 and 2011. March YTD sales of 160 are running 16.8% ahead of last year's year-to-date sales of 137.



### Prices

The Median Sales Price in March was \$330,000, up 8.2% from \$305,000 in March of 2012 and up 46.7% from \$224,900 last month. The Average Sales Price in March was \$365,434, down -5.0% from \$384,580 in March of 2012 and up 27.7% from \$286,142 last month. March 2013 ASP was at a mid range compared to March of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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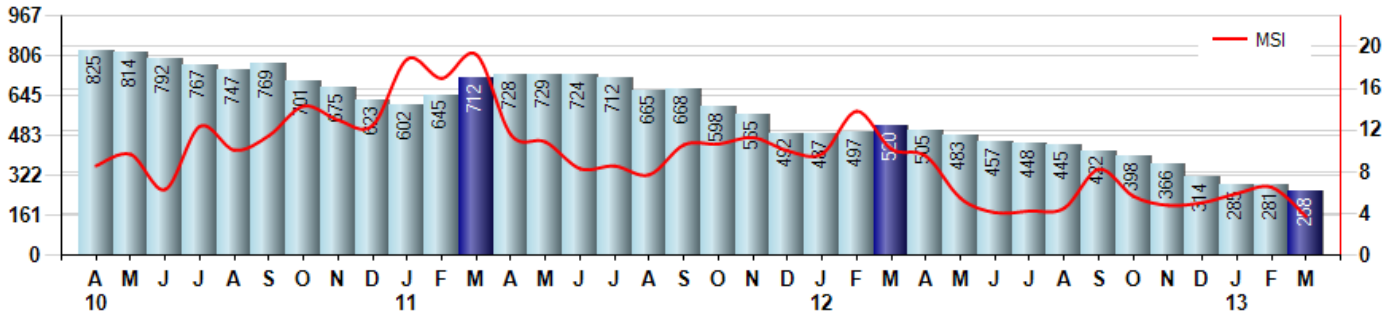
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 258, down -8.2% from 281 last month and down -50.4% from 520 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 3.7 months was at its lowest level compared with March of 2012 and 2011.

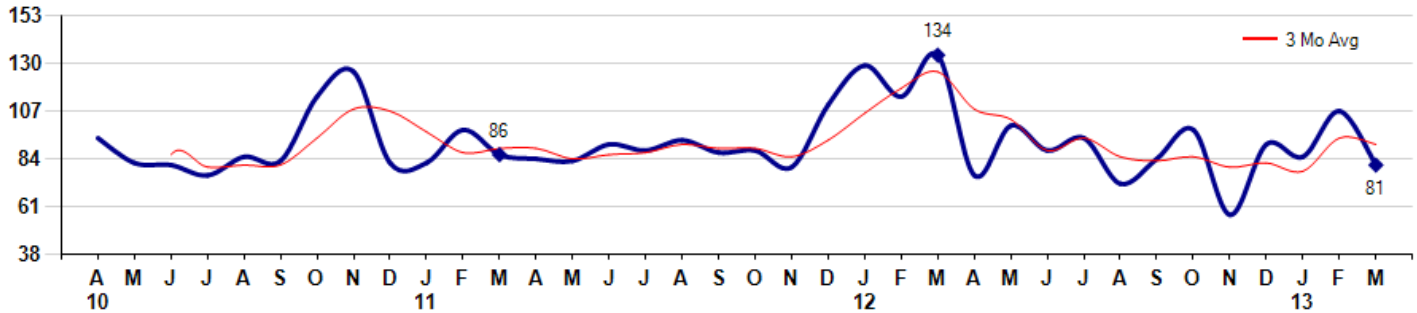
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 81, down -24.3% from 107 days last month and down -39.6% from 134 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

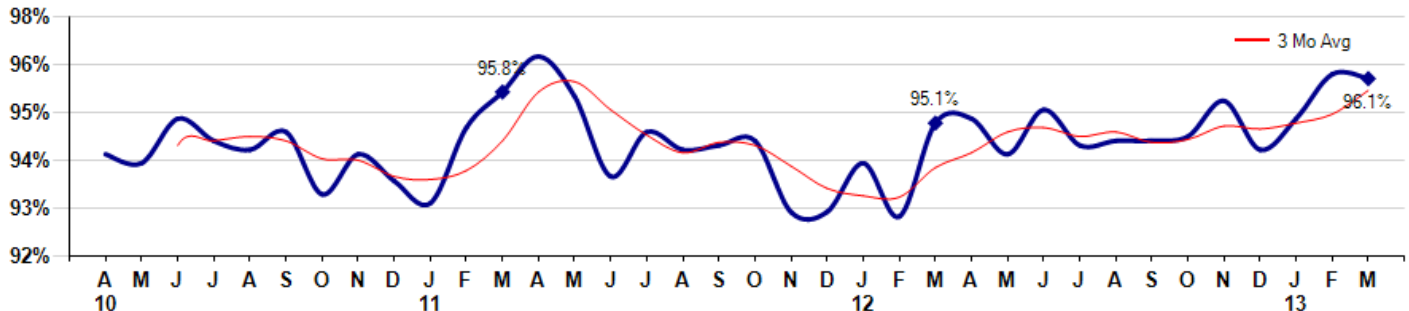
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2013 Selling Price vs List Price of 96.1% was down from 96.2% last month and up from 95.1% in March of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Based on information from Midwest Real Estate Data LLC for the period 4/1/2010 through 3/31/2013. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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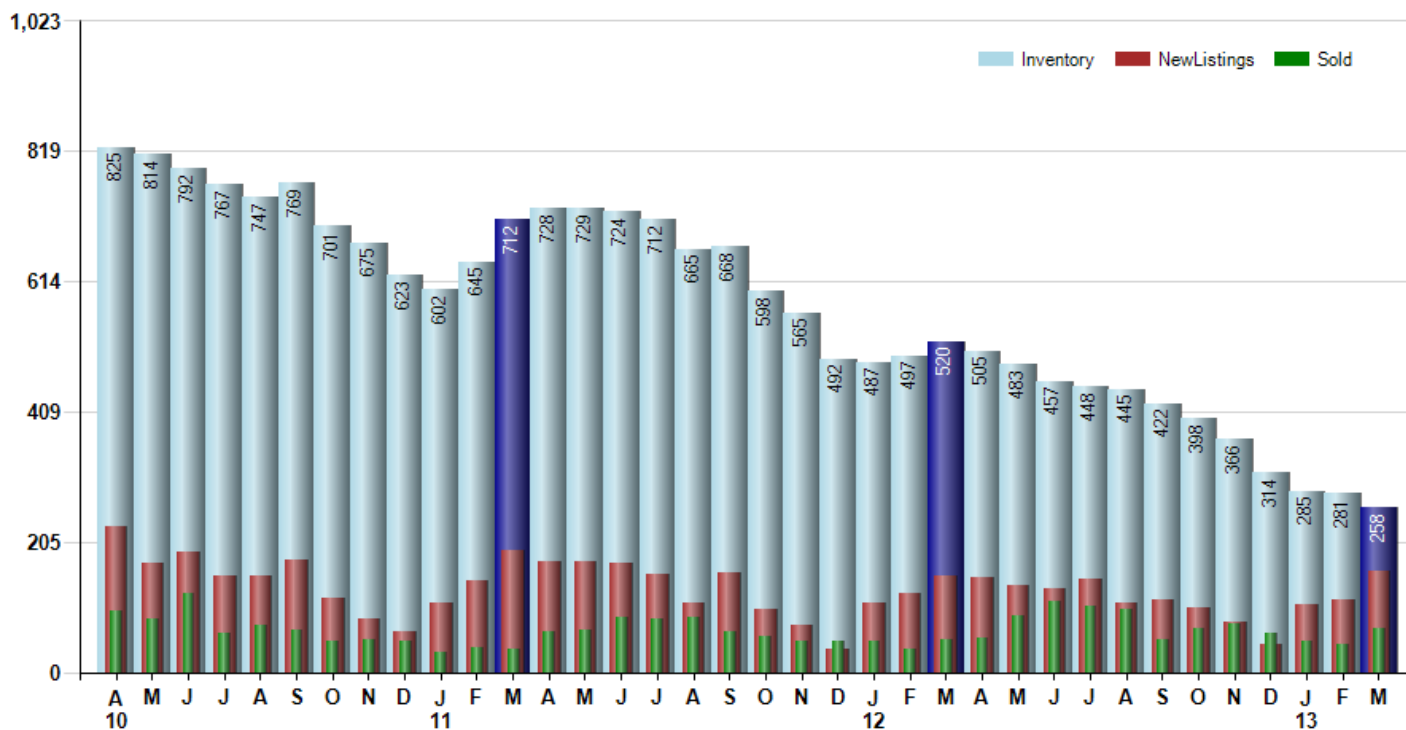
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### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2013 was 158, up 39.8% from 113 last month and up 4.6% from 151 in March of last year.



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	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Homes Sold	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	62	48	43	69
3 Mo. Roll Avg			102	90	87	68	63	56	50	45	40	36	46	56	72	79	85	77	68	56	52	50	45	46	47	64	84	101	105	85	73	66	69	62	51	53

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Median Sale Price	289	288	319	393	401	280	290	319	305	228	261	223	272	345	330	325	275	331	328	199	301	319	250	305	238	258	310	320	299	250	224	283	231	210	225	330
3 Mo. Roll Avg			299	333	371	358	324	296	305	284	264	237	252	280	316	333	310	310	311	286	276	273	290	291	264	267	269	296	310	290	258	252	246	241	222	255

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Inventory	825	814	792	767	747	769	701	675	623	602	645	712	728	729	724	712	665	668	598	565	492	487	497	520	505	483	457	448	445	422	398	366	314	285	281	258
MSI	9	10	6	12	10	11	14	13	12	19	17	19	12	11	8	9	8	11	11	11	10	10	14	10	10	5	4	4	5	8	6	5	5	6	7	4

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Days On Market	94	82	81	76	85	83	114	126	82	82	98	86	84	83	91	88	93	87	88	80	110	129	114	134	76	100	88	94	72	84	98	57	91	85	107	81
3 Mo. Roll Avg			86	80	81	81	94	108	107	97	87	89	89	84	86	87	91	89	89	85	93	106	118	126	108	103	88	94	85	83	85	80	82	78	94	91

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Price per Sq Ft	208	193	220	219	204	211	222	180	150	177	136	174	195	209	206	196	195	201	169	166	185	183	174	211	174	167	228	182	204	171	171	190	178	164	158	190
3 Mo. Roll Avg			207	211	214	211	212	204	184	169	154	162	168	193	203	204	199	197	188	179	173	178	181	189	186	184	190	192	205	186	182	177	180	177	167	171

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Sale to List Price	0.944	0.942	0.952	0.947	0.945	0.949	0.935	0.944	0.938	0.933	0.950	0.958	0.966	0.957	0.939	0.949	0.945	0.946	0.947	0.931	0.931	0.942	0.930	0.951	0.952	0.944	0.954	0.946	0.947	0.947	0.948	0.956	0.945	0.952	0.962	0.961
3 Mo. Roll Avg			0.946	0.947	0.948	0.947	0.943	0.943	0.939	0.938	0.940	0.947	0.958	0.960	0.954	0.948	0.944	0.947	0.946	0.941	0.936	0.935	0.934	0.941	0.944	0.949	0.950	0.948	0.949	0.947	0.947	0.950	0.950	0.951	0.953	0.958

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
New Listings	228	171	190	152	152	176	116	85	65	110	143	191	174	173	171	154	109	156	99	75	37	110	125	151	148	136	131	147	108	114	101	80	45	107	113	158
Inventory	825	814	792	767	747	769	701	675	623	602	645	712	728	729	724	712	665	668	598	565	492	487	497	520	505	483	457	448	445	422	398	366	314	285	281	258
Sales	96	84	125	62	74	67	49	52	50	32	38	37	63	67	87	83	86	63	56	50	49	50	36	51	53	88	111	105	98	51	70	76	62	48	43	69

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Avg Sale Price	323	341	407	415	445	341	373	390	302	301	322	285	336	459	403	393	342	380	377	259	359	409	409	385	294	362	394	412	348	314	309	379	338	270	286	365
3 Mo. Roll Avg			357	388	423	400	386	368	355	331	308	303	314	360	399	418	379	371	366	339	332	342	392	401	362	347	350	390	385	358	324	334	342	329	298	307

